

MEMO

To: Teams in 2007 Annual Student Environmental Negotiations Competition
From: Negotiations Committee, Environmental Law Section
Subject: Supplemental Readings on Negotiation Strategy and Tactics

Students who have not taken a negotiations course probably will benefit from reading GETTING TO YES by Roger Fisher and William L. Ury. This short book is an excellent introduction to the theory and practice of negotiations. Most books about negotiations, however, overstress either the cooperative (win-win) or the competitive (negotiation as war) aspects of the negotiations process. GETTING TO YES falls into the first camp. To counterbalance the book's emphasis on cooperation, we also recommend that students coming to the competition without a course in negotiations read the three enclosed articles, which address power and the competitive aspects of negotiations:

William McCarthy, The Role of Power and Principle in *Getting to Yes*;

Roger Fisher, *Beyond Yes*; and

Roger Fisher, *Negotiating Power; Getting and Using Influence*.

These articles also can be found in NEGOTIATION THEORY AND PRACTICE, edited by Breslin & Rubin (1995).